

# Form ADV Part 2B: Brochure Supplement

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## Item 1 – Cover Page

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**Manning & Napier Advisors, LLC**  
**290 Woodcliff Drive**  
**Fairport, N.Y. 14450**  
**(585) 325-6880**

August 27, 2019

Jennifer Brockwell  
Stephanie Cochran, AIF®, BFA®  
Christopher LaBounty  
Julie Nye  
Deanna Perry, CIMA®, AIF®

Aaron Pisani  
Christopher Sands  
Mark Wolf, CIMA®

This Brochure Supplement provides information on our personnel listed above and supplements the Manning & Napier Advisors, LLC (“MNA”) brochure that you received.

Additionally, a Summary of Professional Designations is included with this Part 2B Brochure Supplement. This list is provided to assist you in the evaluation of the professional designations our investment professionals hold.

Please contact the Client Services Department at 585-325-6880 or 800-551-0224, or [info@manning-napier.com](mailto:info@manning-napier.com), if you did not receive MNA’s Brochure or if you have any questions about the contents of this supplement.

Additional information about our personnel is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



## Item 2 – Educational Background and Business Experience

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Year of Birth: 1972

Education:

- BS, Vanderbilt University

Business Experience:

- |  |                |
|--|----------------|
| ▪ Manning & Napier Advisors, LLC                   | 2013 - Present |
| ▪ Manning & Napier Investor Services, Inc.         | 2013 - Present |
| ▪ Manning & Napier Advisory Advantage Company, LLC | 2013 - 2013    |
| ▪ Ridgeworth Capital Management                    |                |
| V.P., Retirement/Investment Consultant             | 2009 - 2012    |
| ▪ Guaranty Financial Insurance Solutions           |                |
| Retirement Plan Sales Consultant                   | 2008 - 2008    |
| ▪ ING Financial Advisors                           |                |
| Regional Director                                  | 2006 - 2008    |
| Client Relationship Manager                        | 2002 - 2006    |
| ▪ New York Life Investment Management              |                |
| Marketing Manager                                  | 2006 - 2006    |
| ▪ Enron Corporation                                |                |
| Marketing Specialist                               | 2000 - 2001    |

## Item 3 – Disciplinary Information

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Jennifer Brockwell has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Jennifer Brockwell is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.

## Item 5 – Additional Compensation

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Non-investment advisory affiliates may pay referral fees to DCIO Specialists for the referrals of prospects and/or clients for such affiliates products and services.

## Item 6 – Supervision

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As a DCIO Specialist - Southern Region with MNA, Jennifer Brockwell is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Ms. Brockwell is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Ms. Brockwell does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Jennifer Brockwell reports to Managing Director of the Taft-Hartley Group, Institutional Sales & Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
  - Suitability check performed by Client Services staff, which ensures that the investment objectives identified by each financial advisor are appropriate both currently and on an on-going basis
  - Standardized marketing collateral used by all DCIO Specialists which depicts market/economic overview and investment process
  - Internally generated performance reviews that report time-weighted returns over standardized time periods
  - Periodic (monthly) department calls/meetings to meet on-going training needs, including those required by regulatory organizations



**Stephanie Cochran, AIF<sup>®</sup>, BFA<sup>®</sup>**  
Vice President

## Item 2 – Educational Background and Business Experience

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Year of Birth: 1965

Education: The American College

Business Experience:

- Manning & Napier Advisors, LLC 2010 - Present
- Manning & Napier Investor Services, Inc. 2006 - Present
- Manning & Napier Advisory Advantage Company, LLC 2006 - 2013
- Pacific Cornerstone Capital 2006 - 2006  
Regional Vice President - Wholesaler
- Dunham Associates Investment Counsel, Inc. 2001 - 2006  
External Wholesaler – Regional Marketing Consultant
- Medallion Advisory Services 1996 - 2001  
Registered Investment Advisor, Vice President –  
Director – Founding Member – Operations Manager

## Item 3 – Disciplinary Information

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Stephanie Cochran has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Stephanie Cochran is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.

## Item 5 – Additional Compensation

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Non-investment advisory affiliates may pay referral fees to Vice Presidents for the referrals of prospects and/or clients for such affiliates products and services.

## Item 6 – Supervision

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As a Vice President with MNA, Stephanie Cochran is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Ms. Cochran is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Ms. Cochran does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Stephanie Cochran reports to the Managing Director of the Taft-Hartley Group, Institutional Sales, and Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
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**Christopher J. LaBounty**  
Vice President

## Item 2 – Educational Background and Business Experience

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Year of Birth: 1985

Education:

- BS, Syracuse University

Business Experience:

- |  |                |
|--|----------------|
| ▪ Manning & Napier Advisors, LLC                   | 2008 – Present |
| ▪ Manning & Napier Investor Services, Inc.         | 2011 – Present |
| ▪ Manning & Napier Advisory Advantage Company, LLC | 2011 – 2013    |

## Item 3 – Disciplinary Information

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Christopher LaBounty has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Christopher LaBounty is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.

## Item 5 – Additional Compensation

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Non-investment advisory affiliates may pay referral fees to Vice Presidents for the referrals of prospects and/or clients for such affiliates products and services.

## Item 6 – Supervision

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As a Vice President with MNA, Christopher LaBounty is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Mr. LaBounty is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Mr. LaBounty does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Mr. LaBounty reports to the Managing Director of the Taft-Hartley Group, Institutional Sales, and Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
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**Julie Nye**  
Vice President

## Item 2 – Educational Background and Business Experience

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Year of Birth: 1962

Education:

- BA, Drake University

Business Experience:

- |  |                |
|--|----------------|
| ▪ Manning & Napier Advisors, LLC                   | 2013 - Present |
| ▪ Manning & Napier Investor Services, Inc.         | 2013 - Present |
| ▪ Manning & Napier Advisory Advantage Company, LLC | 2013 - 2013    |
| ▪ Davis Advisors, LLC                              |                |
| Regional Vice President                            | 2000 - 2012    |
| ▪ Delaware Distributors                            |                |
| Senior Regional Vice President                     | 1996 - 2000    |
| ▪ Voyageur Asset Management                        |                |
| Regional Vice President                            | 1993 - 1996    |
| ▪ Fortis Financial Group                           |                |
| Equity/401(k) Product Manager                      | 1990 - 1993    |

## Item 3 – Disciplinary Information

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Julie Nye has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Julie Nye is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.



## Item 5 – Additional Compensation

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Non-investment advisory affiliates may pay referral fees to Vice Presidents for the referrals of prospects and/or clients for such affiliates products and services.

## Item 6 – Supervision

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As a Vice President with MNA, Julie Nye is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Ms. Nye is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Ms. Nye does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Ms. Nye reports to the Managing Director of the Taft-Hartley Group, Institutional Sales and Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
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**Deanna Perry, CIMA® , AIF®**  
**Vice President**

## Item 2 – Educational Background and Business Experience

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Year of Birth: 1972

Education:

- BS, University of Evansville

Business Experience:

- |  |                |
|--|----------------|
| ▪ Manning & Napier Advisors, LLC                   | 2010 - Present |
| ▪ Manning & Napier Investor Services, Inc.         | 2006 - Present |
| ▪ Manning & Napier Advisory Advantage Company, LLC | 2006 - 2013    |
| ▪ Managers Investment Group                        | 2005 - 2005    |
| Vice President, Southeast Regional Manager         |                |
| ▪ Rorer Asset Management, LLC                      | 2001 - 2005    |
| Vice President, Southeast Regional Manager         |                |
| ▪ UBS PaineWebber, Inc.                            | 2000 - 2001    |
| High Net Worth Analyst                             |                |

Designations:

- Certified Investment Management Analyst
- Accredited Investment Fiduciary

## Item 3 – Disciplinary Information

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Deanna Perry has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Deanna Perry is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.

## Item 5 – Additional Compensation

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Non-investment advisory affiliates may pay referral fees to Vice Presidents for the referrals of prospects and/or clients for such affiliates products and services.

## Item 6 – Supervision

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As a Vice President with MNA, Deanna Perry is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Ms. Perry is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Ms. Perry does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Ms. Perry reports to the Managing Director of the Taft-Hartley Group, Institutional Sales, and Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
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**Aaron Pisani**  
Vice President

## Item 2 – Educational Background and Business Experience

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Year of Birth: 1978

Education:

- BA, Union College

Business Experience:

- |   |             |
|---|-------------|
| ▪ Rs Investments                            | 2012 - 2013 |
| Regional Vice President                     |             |
| ▪ Morningstar, Inc.                         | 2011 - 2012 |
| Regional Sales Director                     |             |
| ▪ OppenheimerFunds, Inc.                    |             |
| Vice President, Regional Sales Manager      | 2007 - 2011 |
| Internal Wholesaler                         | 2004 - 2007 |
| ▪ Bear, Stearns & Co., Inc.                 | 2002 - 2004 |
| Margin Audit and Risk Associate             |             |
| ▪ The Ayco Company, a Goldman Sachs Company | 2000 - 2002 |
| Financial Consultant                        |             |

## Item 3 – Disciplinary Information

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Aaron Pisani has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Aaron Pisani is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.

## Item 5 – Additional Compensation

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## Item 6 – Supervision

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As a Vice President with MNA, Aaron Pisani is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Mr. Pisani is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Mr. Pisani does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Mr. Pisani reports to the Managing Director of the Taft-Hartley Group, Institutional Sales, and Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
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**Christopher Sands**  
Vice President

## Item 2 – Educational Background and Business Experience

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Year of Birth: 1985

Education:

- BA, University of Rochester

Business Experience:

- |  |                |
|--|----------------|
| ▪ Manning & Napier Investor Services, Inc. | 2013 - Present |
| ▪ Manning & Napier Advisors, LLC           | 2010 - Present |
| ▪ Paychex, Inc.                            | 2008 - 2010    |
- Credit Specialist

## Item 3 – Disciplinary Information

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Christopher Sands has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Christopher Sands is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.

## Item 5 – Additional Compensation

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Non-investment advisory affiliates may pay referral fees to Vice Presidents for the referrals of prospects and/or clients for such affiliates products and services.

## Item 6 – Supervision

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As a Vice President with MNA, Christopher Sands is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Mr. Sands is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Mr. Sands does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Christopher Sands reports to the Managing Director of the Taft-Hartley Group, Institutional Sales and Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
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**Mark Wolff, CIMA®**  
Vice President

## Item 2 – Educational Background and Business Experience

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Year of Birth: 1964

Education:

- BA, Texas Tech University

Business Experience:

- |  |                |
|--|----------------|
| ▪ Manning & Napier Investor Services, Inc. | 2016 - Present |
| ▪ Manning & Napier Advisors, LLC           | 2016 - Present |
| ▪ Rainier Investment Management, LLC       | 2006 - Present |
| Principal                                  |                |
| Director, National Accounts                |                |
| ▪ Davis Selected Advisors, L.P.            | 1998 - 2006    |
| Senior Fund Specialist                     |                |
| ▪ Waddell & Reed                           | 1987 - 1998    |
| Registered Representative                  |                |
| General Securities Principal               |                |

## Item 3 – Disciplinary Information

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Mark Wolff has never had any disciplinary disclosures to be reported.

## Item 4 – Other Business Activities

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Mark Wolff is a registered representative of Manning & Napier Investor Services, Inc. (“MNBD”). MNBD, a limited purpose broker-dealer, is an affiliate of MNA.

## Item 5 – Additional Compensation

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Non-investment advisory affiliates may pay referral fees to Vice Presidents for the referrals of prospects and/or clients for such affiliates products and services.



## Item 6 – Supervision

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As a Vice President with MNA, Mark Wolff is responsible for working with financial advisors that place their clients with MNA's discretionary investment management programs. Specifically, Mr. Wolff is responsible for communicating the scope of MNA's service offerings, the overall positioning of MNA's investment products, and the market and economic outlook. Mr. Wolff does not manage the client's portfolio in terms of identifying the investments that will be bought or sold in conjunction with the client's investment objectives.

- Mark Wolff reports to the Managing Director of the Taft-Hartley Group, Institutional Sales, and Intermediary Distribution, Aaron McGreevy (614-764-4551). The services provided are monitored in a variety of ways, including:
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## Summary of Professional Designations

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This summary is provided to assist you in evaluating the professional designations and minimum requirements of our investment professionals to hold these designations.

“Understanding Professional Designations” may also be helpful and found on the FINRA website at: <http://apps.finra.org/DataDirectory/1/prodesignations.aspx>

Designations:

### **CIMA® - Certified Investment Management Analyst**

Issued by: Investment Management Consultants Association

Prerequisites/Experience Required: Candidate must meet all of the following requirements:

- Three years of verifiable financial services experience;
- Must answer "no" to all disclosure questions on Form U-4 that cover criminal and regulatory violations, civil judicial actions and customer complaints or else satisfactorily justify a "yes" answer

Educational Requirements: Candidate must complete the following:

- Self-study education (approximately five months)
- One-week classroom education program provided by an AACSB accredited university business school

Examination Type: Online examination for self-study Level 1 program and an in-class final certification examination for classroom education program

Continuing Education/Experience Requirements:

- 40 hours every two years

### **AIF® - Accredited Investment Fiduciary**

Issued by: Center for Fiduciary Studies in association with The University of Pittsburgh Graduate School of Business

Prerequisites/Experience Required:

- Candidate must Attest to compliance of the Code of Ethics

Educational Requirements: Candidate must complete one of the following:

- Web-based program
- Capstone program

Continuing Education/Experience Requirements:

- 6 hours per year

Certifications:

**CFP® - Certified Financial Planner**

Issued by: Certified Financial Planner Board of Standards, Inc.

Prerequisites/Experience Required: Candidate must meet all of the following requirements:

- Professional experience (6,000 hours) or Apprenticeship experience (4,000 hours) that meets additional requirement
- Ethics Declaration

Educational Requirements: Candidate must meet both requirements:

- Obtain a Bachelor's Degree from an accredited institution;
- Complete a CFP Board-Registered Education Program

Examination Type: Computer-based multiple choice format administered over two same-day 3 hour sessions at a designated testing facility

Continuing Education/Experience Requirements:

- 30 hours every two years

**CRPS® - Chartered Retirement Plans Specialist**

Issued by: College for Financial Planning

Prerequisites/Experience Required:

- None

Educational Requirements: Candidate must complete the following:

- Web-based program or self-study
- Final designation exam

Continuing Education/Experience Requirements:

- 16 hours every two years

**BFA® - Behavioral Financial Advisor**

Issued by: Kaplan Financial Education

Prerequisites/Experience Required:

- None

Educational Requirements: Candidate must complete the following:

- Two courses related to behavioral finance
- Certification Exam

Continuing Education/Experience Requirements:

- 20 hours every two years

### **QPFC – Qualified Plan Financial Consultant**

Issued by: National Association of Plan Advisors (NAPA)

Prerequisites/Experience Required:

- Series 6, 7 or 65 license issued by the FINRA and 2 years of related retirement plan experience
- State-life or annuity insurance license and 2 years of related retirement plan experience
- Investment Advisor Representative or Registered Investment Advisor credential and 2 years of related retirement plan experience
- 3 years of related retirement plan experience

Educational Requirements: Candidate must complete the following:

- Two courses
- Certification Exam

Continuing Education/Experience Requirements:

- 40 hours of Continuing Education credits (2 must be in Ethics) every 2 years